

**Linda Orchard**

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**Sent:** 06 November 2007 12:25  
**Subject:** 'I' is for Increasing your Impact

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November 07  
Issue 13

## **\*REACH FOR THE STARS\***

Your 'Change for the Better' Newsletter from Safety Net Development Coaching

Dear Friend,

### **IN THIS ISSUE**

- **Increasing your Impact - make your interactions work for you**
- **Time Saving Tips - part two**
- **Quotes of the Month**
- **Next Months Issue**

This issue will take approximately 3 minutes to read. To save time, and still get the benefit, why not print it off, or email it to yourself at home so you can read it later?

Remember you can now access back issues on the Free Resources page of our website. Just [click here](#)

## **USE YOUR IMAGINATION TO INCREASE YOUR IMPACT**

Sometimes, by just standing back and looking at what we are doing ourselves can make a major

***Imagination = inspiration = implementation = impact!***



You know those frustrating days we all have, when you find yourself thinking about someone in your

impact on how we influence others. Make YOUR input imaginative, invigorating and intelligent to create the greatest impact.

family or someone with whom you work, and saying to yourself, "If only they would do this differently" or "If only they were a bit more (whatever you'd like them to be)"?

When you're in the enormously frustrating position of being unable to communicate with someone so that they respond in the way that you'd like them to, it can feel like you've tried everything, and it still won't work.

Whether your problem is your boss, your staff, your partner or your children, when this is the situation, there are often two things missing. First, a key to unlock the communication, and second, the understanding that you can't MAKE people change.

The changes will occur when the people *themselves* decide to change, and in order to facilitate this, you need the realisation that you cannot fix a third party.

It is important to genuinely accept this. This is the part that will enable you to stop banging your head against a brick wall and begin to see things from a more helpful perspective. A truly communicative perspective, which can open doors and allow you to get your point across in a way that can be fully understood.

*In short, the key is to change your own behaviour and wait for the knock-on effect of this on other people.*

**"But it's them who needs to change, not me", I hear you say. Well, it's like speaking to someone who doesn't understand your language. Shouting louder doesn't help. What will help is for you to have the patience, inclination and initiative to get hold of a dictionary and work out what needs to be said to enable mutual understanding.**

**Only having some common base to which you can both relate, will do the trick and enable you to put your message across clearly.**

**Look at how your own behaviour may actually be *encouraging* the result you are getting and think about what you could do differently to get the result you want.**

Try to suspend your own perspective for a moment , put yourself in their shoes and ask yourself the following questions:

What needs to happen for them to really understand and indeed *care* where I'm coming from?

What do they need to *hear* from me for them to help them (*looking at the situation from their perspective*) understand?

What behaviour/evidence do they need to *see* from me to get across the message that I have the best

intentions?

When you have answered these questions truthfully and creatively then you can start building the bridge to close the gap between your perspective and theirs.

## MORE TOP TIME-SAVING TIPS

*Visit the Free Resources page on the Web site*



Remember you can get your own free copy of the full report by visiting the Safety Net website and going to the Free Resources page. Just [click here](#).

Last month many of you sent for my FREE report full of great ideas for making the most of your precious time. If you still haven't done so, here's another chance to send for your own copy PLUS a couple more tips taken from the report to whet your appetite for gaining more hours in the day.

35. Keep a 'to-do' list, and ensure that it is of manageable and achievable size. A 'to-do' list is NOT a wish list or a good-ideas list. These need to be kept separately so you can be very clear about the difference between them.

12. Eliminate from your circle of friends people who criticise, judge or try to change you. Trying to please others with varying opinions is a huge waste of time and energy. Learn to enjoy being YOU.

## "QUOTES OF THE MONTH"

These are worth noting if you want to increase your interpersonal skills and create more of the results you want where you may have failed before



**"We're not retreating, we're just advancing in another direction"**

**General George S Patton**

and

**"We all have the ability. The**

**difference is how we use it"**

**Stevie Wonder**

**The link between these two is tactics. If things aren't going as you originally planned, looking for the optimum way to use the resources that you *DO* have, will lead to the greatest success, rather than dwelling on what is not working in your favour and becoming more and more frustrated. Search out opportunities, not obstacles.**

## **Catch 'Reach for the Stars' again next month, when I'll be sharing ...**

**Next months issue will be in your inbox on Tuesday 4th December**

**... the secret of putting more JOY into life and work - believe me, it's not as hard as it sounds**



**If you know someone who is already successful and wants to really make the most of all the potential they have, why not get them a personal *Safety Net* gift voucher for**

**Christmas?**

**What a great way for them to excel in 2008 with new goals, new inspiration and focus for the new year so they can make next year their BEST YEAR YET!**

**A gift like this will cost much less than a Red-letter day experience package and the impact will last for *years instead of days*. The coaching experience is exhilarating and fun so**

**Contact [linda@safetynet4u.co.uk](mailto:linda@safetynet4u.co.uk) for vouchers at a price to suit you.**

***Warm wishes***

***Linda***

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